

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CU-02 USIA-06 /021 W

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R 030856Z FEB 76

FM AMEMBASSY MOSCOW

TO USIA WASHDC

INFO SECSTATE WASHDC 9405

AMCONSUL LENINGRAD

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USIA FOR ICS/E; STATE FOR EUR/SOV; LENINGRAD FOR P&C

E.O. 11652: N/A

TAGS: SCUL UR

SUBJECT: EXHIBIT CONTRACT TALKS

REF: MOSCOW 0028

1. IN PREPARATION FORTHCOMING TALKS WITH CHAMBER OF COMMERCE, P&C ANXIOUS COORDINATE APPROACH WITH USIA NEGOTIATION TEAM. FOLLOWING ITEMS SUGGESTED THOUGH NOT EXHAUSTIVE AND POST EXPECTING AGENCY INPUT.

2. BASIS MOST ITEMS CAN BE FOUND URSINO LETTERS TO CRAIG DATED SEPTEMBER 24 AND OCTOBER 16. FOLLOWING FORMAT BASED ON PRESENT TAH CONTRACT.

3. ROMAN I, II AND III, 1 CAN BE ADJUSTED TO EXHIBIT NEEDS.

4. ROMAN III, 2, 3, 4A, NO CHANGE NOTED.

5. ROMAN III, 4, B SHOULD BE AMENDED TO INCLUDE HALF-DAY'S WORK FOR CLEANERS AND ANY OTHER NEEDED ON PART-TIME BASIS. OUTSIDE CLEANING LADY AND ELECTRICIAN, FOR EXAMPLE, TO BE HIRED ON "AS NEEDED BASIS". POST RECOGNIZES THAT SOVIET LAW SOMETIMES RESPONSIBLE PRESENT STATUS WORK DAY. ADDENDUM 5 TO BE REVIEWED.

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6. ROMAN III, 4, C, WHOLE QUESTION OF UTILITIES SHOULD BE RAISED AGAIN IN ATTEMPT INCLUDE SAME IN RENT FEES, AS IS PRACTICE STATESIDE CONTRACTS WITH SOVIET EXHIBITS. THIS IMPORTANT ESPECIALLY IF RENT RATES RAISED AS ANTICIPATED.
 7. NO CHANGE ENVISIONED SECTION III, 4, D.
 8. SECTION IV TO REMAIN WITH CHANGES CITIES AND DATES, EXCEPT IV, H, WHICH SHOULD BE BETTER LEFT OUR OR CHANGED - FOR EXAMPLE, SUBSTITUTE "RELATED TO THE EXHIBITION" FOR "ABOUT THE EXHIBITION."
 9. SECTION V, WHOLE QUESTION OUR BEING RESPONSIBLE THEIR EXPENSES INCURRED WITH AUTHORIZED REPRESENTATIVE AND STAFF SHOULD BE REVIEWED IN LIGHT OUR PAYING FOR AMERICAN SUPPORT STAFF THEIR USA EXHIBITS.
 10. SECTION VI, VII, VIII SATISFACTORY.
 12. SECTION X BASICALLY SOUND.
 13. SECTION XI: POST SEES NO PRACTICAL ALTERNATIVE TO INTOURIST FOR HANDLING EXHIBIT TRAVEL AND ACCOMMODATIONS.
 14. SECTION XII: POST RECOMMENDS INCREASING TO 3,000 INVITATIONAL TICKETS PROVIDED TO EXHIBITION ORGANIZER.
 15. SECTION XIII: HOURS OF EXHIBIT SUITABLE, DAY OFF NORMALLY TUESDAY. QUESTION OF SATURDAY OVERTIME IN LIGHT WEEKDAY OFF SHOULD BE RAISED.
 16. NO CHANGE ENVISIONED SECTIONS XIV AND XV.
 17. IDEALLY, SECTION XVI SHOULD BE DELETED BUT SOVIETS WILL INSIST THIS ESCAPE CLAUSE. IN LIGHT SOME MISFORTUNE THIS PAST YEAR, POST WOULD SUGGEST AN ADDITIONAL STATEMENT THIS SECTION, "EXCEPTION: IF BREAK-IN OCCURS OR DAMAGE SUSTAINED BY EXHIBIT DURING CLOSED PERIOD WHEN GUARD ON DUTY, CHAMBER WILL BE RESPONSIBLE FOR REPLACEMENT DAMAGED OR STOLEN ITEMS AT INVENTORY PRICE."
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18. SECTION XVII AND XVIII SUITABLE.
 19. ADDENDA WOULD HAVE TO BE SCRUTINIZED CAREFULLY DURING NEGOTIATIONS TO KEEP RATES WITHIN ACTUAL SOVIET SCALE.
 20. WE SHOULD MAKE CERTAIN IN SETTING SCHEDULES THAT WE USE PRACTICE PRIOR TAH CONCERNING START OF RENT PERIOD

FOR DOME, STARTING FROM DAY OF SET-UP INSTEAD OF DAY
FLOOR LAID.

21. NUMEROUS SMALLER POINTS CONCERNING RATES FOR CLEANING
LADIES, COST OF TRANSLATORS, PRINTING COSTS, PHOTO COSTS
AND OTHER ITEMS CAN BE DISCUSSED AFTER TEAM'S ARRIVAL
MOSCOW.

22. POST WOULD APPRECIATE ANY AGENCY SUGGESTIONS AND WOULD
ANTICIPATE SEVERAL SESSIONS TOGETHER WITH TEAM PRIOR CHAMBER
TALKS.

23. AS PER REFTTEL 0028, WOULD REQUEST TEAM TO EXTEND STAY
BRIEFLY TO INCLUDE NEGOTIATIONS WITH INTOURIST FOR LETTER
OF AGREEMENT AND EXHIBIT RATES, HOPEFULLY BASED ON "GROUP
RATES," NOT PUBLISHED "INDIVIDUAL RATES."
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: NEGOTIATIONS, CHAMBERS OF COMMERCE, CONTRACTS, CULTURAL EXHIBITS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW01536
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760040-0489
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760288/aaaaczhf.tel
Line Count: 132
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 MOSCOW 28
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 05 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 MAY 2004 by BoyleJA>; APPROVED <19 MAY 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXHIBIT CONTRACT TALKS
TAGS: SCUL, UR, US
To: USIA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006